

Message Text

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ACTION SPC-03

INFO OCT-01 AF-10 ISO-00 EB-11 A-01 SS-20 ABF-01 MMS-03

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R 181432Z DEC 73

FM AMEMBASSY LUSAKA

TO SECSTATE WASHDC 9625

USDOC WASHDC

LIMITED OFFICIAL USE LUSAKA 2252

E.O. 11652: N/A

TAGS: ETRD

SUBJ: ADDITIONAL FSL EMPLOYMENT

REF: STATE 239800

1. APPRECIATE REFTTEL AND WISH TO ASSURE WASHINGTON WE SHARE SECRETARY'S DETERMINATION THAT FS PERFORMANCE OF COMMERCIAL ROLE ATTAIN EXCEPTIONAL LEVEL. WE ARE MAKING EVERY EFFORT TO ACHIEVE THIS GOAL AT LUSAKA. TRADE, INVESTMENT AND BANKING OPPORTUNITIES FOR US INTERESTS ABOUND HERE BUT STAFF TO EXPLOIT THEM IS THIN AND NEEDS STRENGTHENING IF WE ARE TO CONTINUE TO GIVE PRIORITY EMPHASIS -- AS I BELIEVE WE SHOULD -- TO ECONOMIC AND COMMERCIAL WORK AT THIS POST.

2. PRESENT LUSAKA HAS ONE FSO-5/ECONOMIC/COMMERCIAL OFFICER, ASSISTED BY ONE FSL 1/2 COMMERCIAL SPECIALIST AND ONE LOCAL SECRETARY FSL 3/6. DESPITE THIS SMALL COMPLEMENT, OUR ACHIEVEMENTS SINCE SEPT 1972 HAVE BEEN REASONABLY GOOD, INCLUDING THREE US TRADE MISSIONS REQUIRING TOTAL OF OVER 100 LOCAL APPOINTMENTS AND CONTACTS WITH PROMISING BUSINESS PROSPECTS. TWO MORE US TRADE MISSIONS SCHEDULED FOR EARLY 1974, PLACING ZAMBIA HIGH ON LIST OF MOST VISITED COUNTRY IN AFRICA BY US TRADE MISSIONS. IN ADDITION, OVER PAST YEAR EMBASSY HAS RECEIVED, BRIEFED AND MADE APPOINTMENTS FOR MORE THAN 200 INDIVIDUAL US BUSINESS AND OFFICIAL VISITORS; ARRANGED FOR AROUND 30 VISITS

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TO US OF ZAMBIAN BUSINESSMEN AND GRZ OFFICIALS. GROUP VISIT TO US FOR COMMERCIAL FARMERS BUREAU WITH POSSIBLE GRZ PARTICIPATION

SCHEDULED FOR EARLY 1974. TO PRODUCE AROUND 100 TRADE OPPORTUNITIES, 50QTD'S AND 300 TRADE LETTERS OVER PAST 15 MONTHS EMBASSY HAS MADE AROUND 700 CALLS ON LOCAL TRADE AND GOVERNMENT CONTACTS FOR MARKET RESEARCH AND COMMERCIAL SERVICES TO AMERICAN BUSINESS. IN ADDITION ECONOMIC/COMMERCIAL OFFICER WITH NEGLIGIBLE SUPPORT FROM TWO FSL'S DEVOTES NEARLY 30 PERCENT HIS TIME TO IMPLEMENTATION OF EMBASSY'S ECLECTIC AID PROGRAM (SELF-HELP, TRUST FUND, REGIONAL AID PROGRAMS, ETC.) WHICH WE BELIEVE HAS LONG-TERM POSITIVE IMPACT ON US ECONOMIC, COMMERCIAL AND POLITICAL INTERESTS IN ZAMBIA.

3. THIS LEVEL OF ACTIVITY POSSIBLE ONLY BY RESORTING TO WHAT INSPECTORS DESCRIBED AS "UNORTHODOX APPROACH" TO ECONOMIC/COMMERCIAL WORK AT EMBASSY LUSAKA, I.E., DRAWING ON SUBSTANTIVE OFFICERS FROM OTHER AREAS, INCLUDING DCM AND AMBASSADOR, ON CONTINUING BASIS. SHARED RESPONSIBILITIES WILL ALWAYS BE NECESSARY HERE AS LONG AS HOST GOVERNMENT CONTINUES TO LIMIT NUMBER OF FOREIGNERS AT ALL MISSIONS TO TOTAL OF 15. ALTHOUGH EXCELLENT COMMERCIAL TRAINING OPPORTUNITIES EXIST FOR JUNIOR FSO WE ARE AT ALLOWABLE MAXIMUM FOR AMERICANS.

4. TO CONTINUE CURRENT AND EXPANDING ECONOMIC/COMMERCIAL ACTIVITY, EMBASSY RECOMMENDS INCREASE OF TWO IN LOCAL STAFF: AN ADDITIONAL FSL-1 AT MIDDLE GRADE TO ENABLE US TO EMPLOY ANOTHER SENIOR COMMERCIAL SPECIALIST WHO WOULD BE UNIVERSITY GRADUATE IN ECONOMICS AND/OR BUSINESS ADMINISTRATION, PLUS ANOTHER JUNIOR COMMERCIAL SPECIALIST WHO WOULD OFFER TYPING CAPABILITY. TOTAL ANNUAL INCREASE OF PROGRAM BUDGET FOR THESE TWO NEW POSITIONS WOULD BE AROUND 15,000 DOLLARS. EARLY APPROVAL WOULD ENABLE EMBASSY TO START RECRUITING DURING CURRENT SCHOOL RECESS IN HOPES OF FINDING BEST POSSIBLE ZAMBIAN CANDIDATES FOR JOB.

4. AMBASSADOR HAS DISCUSSED EMBASSY'S ECONOMIC/COMMERCIAL PROGRAMS AND ADDITIONAL PERSONNEL NEEDS WITH DIRECTOR OF US TRADE MISSION, DEPUTY ASSISTANT SECRETARY OF COMMERCE, JUDITH CHADWICK, WHO WAS IN LUSAKA LAST WEEK. SHE CONCURRED IN FOREGOING RECOMMENDATION AND OFFERED TO SUPPORT IT IN DISCUSSIONS WHICH USDOC ASSOCIATES ON HER RETURN TO WASHINGTON. WILKOWSKI
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Message Attributes

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Disposition Authority: golinofr
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Disposition Comment: 25 YEAR REVIEW
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